

## Message Text

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ACTION COME-00

INFO OCT-01 AF-10 EUR-25 ISO-00 EB-11 DRC-01 RSC-01 /049 W

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P R 051536Z APR 74

FM AMEMBASSY VIENNA

TO SECSTATE WASHDC PRIORITY 2349

INFO AMEMBASSY PRETORIA

UNCLAS VIENNA 3078

COMMERCE FOR OIBA AND OIM/WE

E. O. 11652: N/A

TAGS: BEXP, ENRG, BMEP, AU, US, SF

SUBJ: FOLLOW-UP: AUSTRIAN NATIONALIZED INDUSTRIES INVESTMENT  
PROJECTS OFFER SALES OPPORTUNITIES FOR US CAPITAL GOODS

REF.: VIENNA 8248, 8271, 8272; USDOC 16070; USDOC 15964;  
COMMERCE (BIC 278) OM, 10/15/73; STATE 213835 (NOTAL FOR OM  
AND ALL REFTELS)

1. TO FOLLOW-UP ON OCTOBER 2 CONSULTATIONS (SEE REFTELS),  
EMBASSY MET AGAIN WITH DR. FRANZ GEIST, DIRECTOR GENERAL OF  
OEIAG (HOLDING COMPANY OF AUSTRIAN NATIONALIZED INDUSTRIES)  
ON APRIL 1, 1974.

2. EXPANSION OF OEMV-OWNED SCHWECHAT REFINERY: GEIST INDICATED  
EXPANSION OF ANNUAL REFINING CAPACITY TO 14 MILLION TONS OF  
PETROLEUM WELL UNDER WAY. PLATFORMER WAS ORDERED FROM UNIVERSAL  
OIL PRODUCTS, INC., DES PLAINS, ILLINOIS. IF CONSUMPTION  
PETRO-CHEMICAL PRODUCTS CONTINUES TO RISE BY 3-4 PERCENT  
ANNUALLY, REFINING CAPACITY WILL HAVE TO BE INCREASED TO  
18 MILLION TONS IN 1980. DISCUSSIONS WITH KELLOGG CONCERNING  
NAPHTHA CRACKER FOR SCHWECHAT REFINERY STILL UNDER WAY.

3. EXPANSION OF VOEST-ALPINE STEEL MILL CAPACITY: DECISION  
RE INSTALLATION OF NEW HOT-ROLLING MILLIN LINZ PLANT WILL BE  
MADE IN 1975. PURPOSE IS TO INCREASE HOT-ROLLING CAPACITY TO  
5. MILLION TONS ANNUALLY. VOEST-ALPINE CURRENTLY NEGOTIATING  
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26 PERCENT PARTICIPATION IN SOUTH AFRICAN ISKOR STEEL WORKS

WHICH - IF DEAL COMES OFF - WOULD SUPPLY VOEST-ALPINE WITH 2.5 MILLION TONS OF STEEL SLABS ANNUALLY. INSTALLATION OF HOT-ROLLING MILL WILL REQUIRE ADDITIONAL COLD-ROLLING FACILITIES. GEIST INDICATED ONLY U.S., WEST GERMAN AND POSSIBLY BRITISH MANUFACTURERS WOULD BE CONSIDERED AS SUPPLIERS. GOVERNMENT PREFERENCE IS FOR BUYING FROM U.S. SOURCES.

4. PRODUCTION OF ADVANCED METAL WORKING MACHINE TOOLS WITH AMERICAN JOINT-VENTURE PARTNERS: GEIST STATED NO ACTION HAS YET BEEN TAKEN IN THIS REGARD DUE TO OTHER PRESSING BUSINESS MATTERS REQUIRING PRIORITY ATTENTION. PROJECTED VISIT OF OTTO TEITLER, MACHINE TOOLS INTERNATIONAL, INC., DID NOT MATERIALIZE FOR REASONS UNKNOWN TO GEIST.

5. FOLLOWING SUGGESTION BY GEIST, EMBASSY WILL NOW CONTACT VOEST-ALPINE MANAGEMENT DIRECTLY TO OBTAIN FURTHER INFORMATION ON FIRM'S INVESTMENT PLANS (HOT-ROLLING MILL/LINZ, WIRE DRAWING PLANT/DONAWITZ, MACHINE TOOL PROJECT). HUMES

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